

Delaware Sustainable Energy Utility

Energy Efficiency Advisory Committee
January 14, 2015

Presented by Tony DePrima, Executive Director, DESEU

Delaware
Sustainable
Energy Utility



www.EnergizeDelaware.org



DESEU Oversight Board Members

Delaware's Sustainable Energy Utility (DESEU) is a unique nonprofit 501(c)(3) organization created by the State of Delaware to foster a sustainable energy future for the state. Current Board Members are:

Senator Harris B. McDowell, III, Chairman

Secretary David Small

Nnamdi Chukwuocha

Sean Finnigan

Dr. Charles G. Wagner

Representative Trey Paradee

Kristopher E. Knight

Syed Ismat Shah

Pamela Bakerian

Joseph Schorah

David Bonar, Public Advocate



MISSION of the DESEU

The Delaware Sustainable Energy Utility (DESEU) was created by the Legislature in 2007 to deliver energy efficiency and renewable energy services to Delaware households and businesses.



DESEU Legislation: Our Role

- ▶ “To promote coordinated program delivery, including coordination with low income programs, other efficiency programs, and utility programs”
- ▶ “To offer "one-stop shopping" and be the point-of-contact for sustainable energy services in Delaware”



SEU Legislation: Our Opportunity

- ▶ **The DESEU at its discretion may provide**

- private financing
- RGGI Funds
- Other financial resources

to reduce implementation in coordination with the affected energy providers



Funding Sources

- ▶ **Tax Exempt Financing**
- ▶ **Regional Greenhouse Gas Initiative (RGGI) Funds - \$12 million Annually**
- ▶ **Fees for Services**
- ▶ **Interest on Loans**

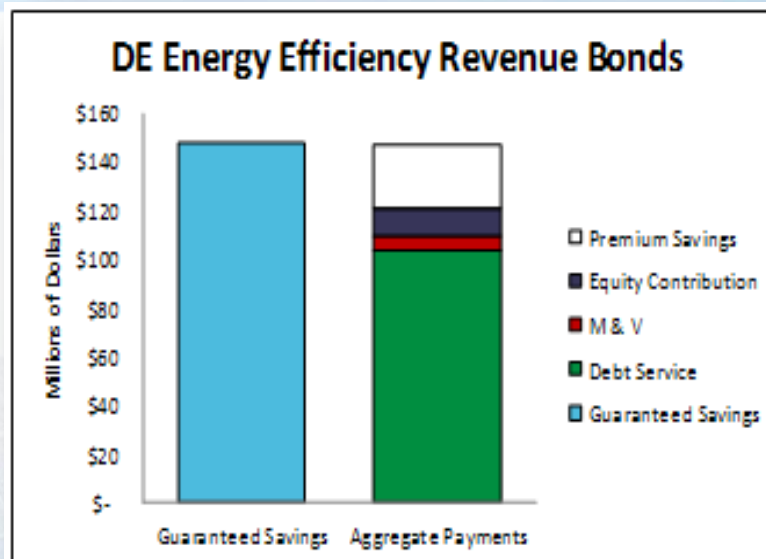
DESEU Success Stories

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THE BONDS:

- Raised over \$72 million in 2011 to support energy performance contracts;
- Carried a 4.07% interest rate (All-in True Cost of Interest);
- Awarded AA+ by Standard and Poor's; Aa2 by Moody's.



DESEU Success Stories

Revolving Loan Program 2014

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Wilmington Office Building

\$1 million - Multiple ECM
Loan closed under construction

Wilmington Office Building

\$898,260 - Multiple ECMs
Loan approved closing pending

Ground Mounted Solar PV

\$499,000 - 205 kw System
Loan approved closing pending

Newark Office Buildings

\$480,000 - LED's
Loan under review.



DESEU Success Stories

Energy Audit for Non-Profits

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Every dollar we save goes directly to helping us fulfill our mission of providing employment for people with disabilities.”

- Craig Crouch, Chief Executive Officer, Kent-Sussex Industries, Inc.

- 20 Completed Audit
- Providing recommendations upwards of 25% off of their annual utility bills.
- SEU pays 90% of cost of audit
- SEU follows up with funding and financing assistance



DESEU Success Stories

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Green for Green Program



This was the first family that received a rebate through the Green for Green Program they received a \$2000 rebate and saved \$1261 off their annual utility bills.

**We have paid out about 145 rebates total \$535,285.
17 home builders, over 50 communities
Central Delaware & New Castle Habitats for Humanity**

DESEU Programs For Citizens

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- ▶ **Delaware Green for Green Program**
 - rebates
- ▶ **Home Performance with Energy Star**
 - Audit - \$300 subsidy
 - Rebates - Over \$6000 in total
 - Loans - Unsecured 6.99%
- ▶ **Solar PV Incentive - Upfront Purchase of SREC's - 50kv or less**

DESEU Programs For Businesses & Non-profits

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- ▶ **Low Interest Loans for Energy Savings**
- ▶ **Grants for Commercial Grade Solar and Geo-Thermal**
- ▶ **Solar PV Incentive - Upfront Purchase of SREC's - 50Kw or less**
- ▶ **Energy Assessments for Non-profits**
- ▶ **SEU-DCIC Loans - Low\Mod Income Focus**



DESEU Programs For Government

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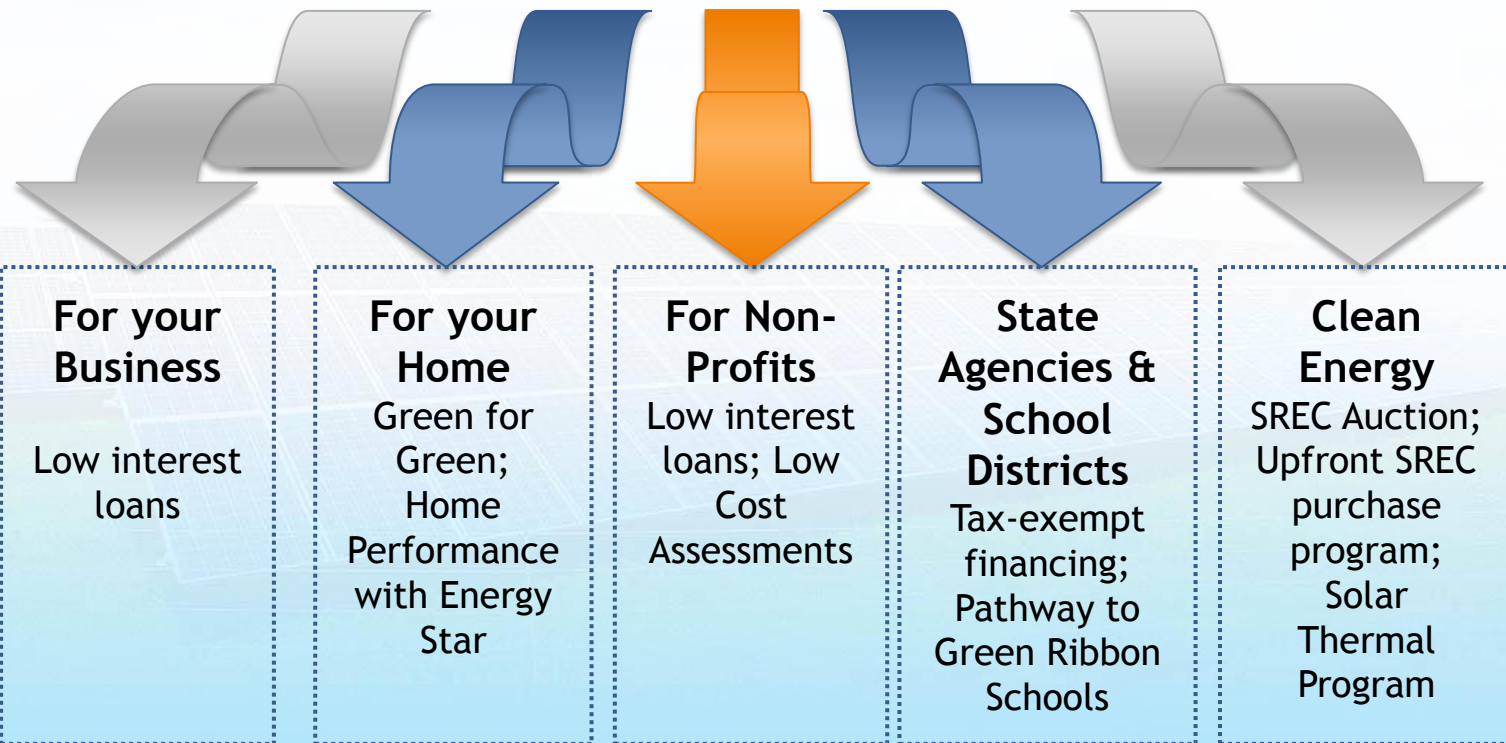


- ▶ **Tax Exempt Bond or Lease Financing**
 - Conduit Bonds
- ▶ **Commercial Low Interest Loans**
 - 2%-5% Interest
 - Terms based on length of Energy Savings
- ▶ **LED Street light conversion - Lighting Districts**



How You Can Benefit...

from the Delaware Sustainable Energy Utility:





New & upcoming

- ▶ **Loans for Agricultural Producers**
- ▶ **Solar Resiliency Plus - Solar plus battery back up pilot**
- ▶ **Home Performance for Downtown Districts**



New & upcoming

- ▶ **Focus on Low & Moderate Income People**
 - Education with Direct Install Measures
 - Enhanced Home Performance Programs
 - Strong Communities
 - Moderate Income Program
 - Multiple Family Incentive Program
 - Net Zero Manufactured Housing

A Vision for Delaware

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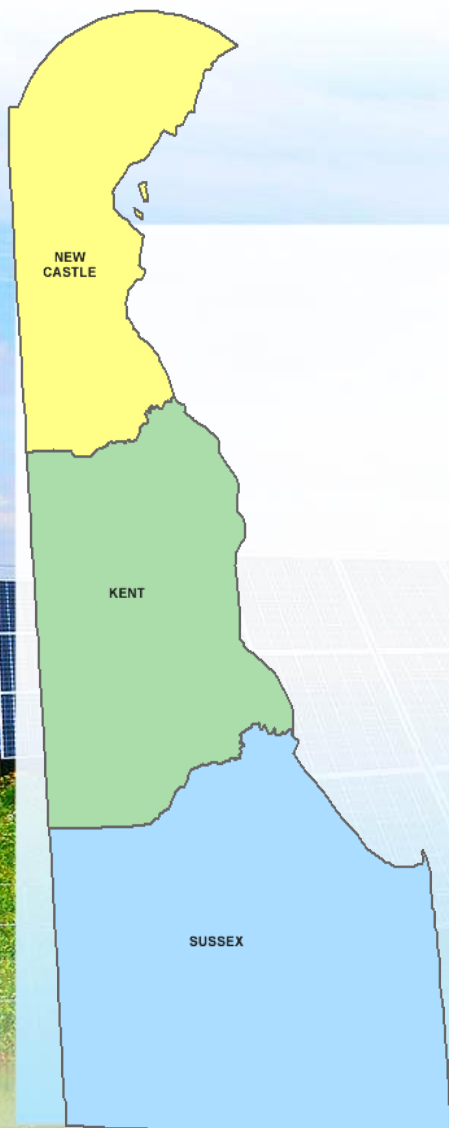


Cost effective energy efficiency programs available uniformly across Delaware and collaboratively funded by DESEU, Delmarva Power, DEC, DEMEC towns, and Chesapeake Utilities and offered through an organization whose single purpose is clean and efficiency energy: **DESEU**





This is our service territory!!!



THANK YOU

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QUESTIONS & ANSWERS

For more information or to schedule an energy audit, see Tony DePrima after the meeting, or call (302) 883-3048

www.EnergizeDelaware.org

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